

**Chapter Retention Totals
August 2004**

2004	No. of Mbrs.	No. of New Members	No. of New Members/ Splits	No. of New Members/ Transfer In	Cumulative New Members	Number of Members Dropped/ Cancelled	Number of Members Transferred Out	Cumulative Lost Members	Monthly Turnover %	Cumulative Turnover (YTD)	# of New Members Annualized	# of Lost Members Annualized
Big Apple	461	10	1	0	11	13	1	14	3.04%	3.04%	54	69
California Desert	46	2	0	0	2	3	0	3	6.52%	6.52%	10	15
Canadian	52	0	0	0	0	2	0	2	3.85%	3.85%	0	10
Central Florida	111	22	1	1	24	1	0	1	0.90%	0.90%	118	5
Charlotte	52	0	1	0	1	4	0	4	7.69%	7.69%	5	20
Colorado Spring	14	0	0	0	0	0	0	0	0.00%	0.00%	0	0
Columbus	41	0	0	0	0	2	0	2	4.88%	4.88%	0	10
Dallas/Ft. Worth	165	8	2	0	10	7	0	7	4.24%	4.24%	49	35
Florida Keys	31	0	0	0	0	0	0	0	0.00%	0.00%	0	0
Ft. Lauderdale	120	6	1	0	7	1	0	1	0.83%	0.83%	35	5
Georgia	120	5	0	0	5	8	0	8	6.67%	6.67%	25	39
Houston	40	1	0	0	1	1	0	1	2.50%	2.50%	5	5
Hudson Valley	23	0	0	0	0	0	0	0	0.00%	0.00%	0	0
Illinois	161	12	2	0	14	0	0	0	0.00%	0.00%	69	0
Los Angeles	90	6	0	1	7	4	0	4	4.44%	4.44%	35	20
Magnolia	64	1	0	0	1	8	1	9	14.06%	14.06%	5	44
Maryland	56	1	0	0	1	2	0	2	3.57%	3.57%	5	10
Memphis	40	0	3	1	4	0	1	1	2.50%	2.50%	20	5
Mexican Caribbean	83	0	1	0	1	0	0	0	0.00%	0.00%	5	0
Mexico	32	8	0	0	8	0	0	0	0.00%	0.00%	39	0
Mile High	101	1	0	1	2	2	0	2	1.98%	1.98%	10	10
Minnesota	32	1	0	0	1	2	0	2	6.25%	6.25%	5	10
Missouri	51	1	0	0	1	3	0	3	5.88%	5.88%	5	15
Nashville	26	0	0	0	0	2	0	2	7.69%	7.69%	0	10
Nebraska	16	0	0	0	0	0	0	0	0.00%	0.00%	0	0
New England	133	1	0	1	2	3	0	3	2.26%	2.26%	10	15
Northeast Florida	55	3	0	0	3	3	0	3	5.45%	5.45%	15	15
Northeast Penn	31	0	0	0	0	0	0	0	0.00%	0.00%	0	0
Northern California	108	3	0	0	3	3	1	4	3.70%	3.70%	15	20
Orange County	62	2	0	0	2	0	1	1	1.61%	1.61%	10	5
Oregon	41	2	1	0	3	2	0	2	4.88%	4.88%	15	10
Palm Beach	28	1	0	0	1	2	0	2	7.14%	7.14%	5	10
Philadelphia	121	5	0	0	5	1	0	1	0.83%	0.83%	25	5
Phoenix	200	4	0	1	5	10	0	10	5.00%	5.00%	25	49
San Diego	103	9	0	0	9	7	0	7	6.80%	6.80%	44	35
Southern Arizona	25	0	0	0	0	7	0	7	28.00%	28.00%	0	35
Southwest Florida	35	0	0	1	1	0	0	0	0.00%	0.00%	5	0
Vail Valley	91	1	0	0	1	0	0	0	0.00%	0.00%	5	0
Vermont	17	1	0	0	1	2	0	2	11.76%	11.76%	5	10
Virginias	93	3	1	0	4	2	0	2	2.15%	2.15%	20	10
Washington, DC	182	7	0	0	7	6	0	6	3.30%	3.30%	35	30

**Chapter Retention T
August 2004**

2004	# Total Members Annualized	Actual Total Members	August Annualized Turnover	September Annualized Turnover	October Annualized Turnover	November Annualized Turnover	December Annualized Turnover
Big Apple	446	458	14.99%	7.62%	5.05%	3.81%	3.04%
California Desert	41	45	32.19%	16.36%	10.85%	8.18%	6.52%
Canadian	42	50	18.98%	9.65%	6.40%	4.82%	3.85%
Central Florida	225	134	4.45%	2.26%	1.50%	1.13%	0.90%
Charlotte	37	49	37.97%	19.29%	12.79%	9.65%	7.69%
Colorado Spring	14	14	0.00%	0.00%	0.00%	0.00%	0.00%
Columbus	31	39	24.08%	12.24%	8.11%	6.12%	4.88%
Dallas/Ft. Worth	180	168	20.94%	10.64%	7.06%	5.32%	4.24%
Florida Keys	31	31	0.00%	0.00%	0.00%	0.00%	0.00%
Ft. Lauderdale	150	126	4.11%	2.09%	1.39%	1.05%	0.83%
Georgia	105	117	32.90%	16.72%	11.09%	8.36%	6.67%
Houston	40	40	12.34%	6.27%	4.16%	3.14%	2.50%
Hudson Valley	23	23	0.00%	0.00%	0.00%	0.00%	0.00%
Illinois	230	175	0.00%	0.00%	0.00%	0.00%	0.00%
Los Angeles	105	93	21.94%	11.15%	7.39%	5.57%	4.44%
Magnolia	25	56	69.41%	35.27%	23.39%	17.64%	14.06%
Maryland	51	55	17.63%	8.96%	5.94%	4.48%	3.57%
Memphis	55	43	12.34%	6.27%	4.16%	3.14%	2.50%
Mexican Caribbean	88	84	0.00%	0.00%	0.00%	0.00%	0.00%
Mexico	71	40	0.00%	0.00%	0.00%	0.00%	0.00%
Mile High	101	101	9.77%	4.97%	3.29%	2.48%	1.98%
Minnesota	27	31	30.85%	15.68%	10.39%	7.84%	6.25%
Missouri	41	49	29.03%	14.75%	9.78%	7.38%	5.88%
Nashville	16	24	37.97%	19.29%	12.79%	9.65%	7.69%
Nebraska	16	16	0.00%	0.00%	0.00%	0.00%	0.00%
New England	128	132	11.13%	5.66%	3.75%	2.83%	2.26%
Northeast Florida	55	55	26.92%	13.68%	9.07%	6.84%	5.45%
Northeast Penn	31	31	0.00%	0.00%	0.00%	0.00%	0.00%
Northern California	103	107	18.28%	9.29%	6.16%	4.64%	3.70%
Orange County	67	63	7.96%	4.05%	2.68%	2.02%	1.61%
Oregon	46	42	24.08%	12.24%	8.11%	6.12%	4.88%
Palm Beach	23	27	35.25%	17.92%	11.88%	8.96%	7.14%
Philadelphia	141	125	4.08%	2.07%	1.37%	1.04%	0.83%
Phoenix	175	195	24.68%	12.54%	8.32%	6.27%	5.00%
San Diego	113	105	33.54%	17.05%	11.30%	8.52%	6.80%
Southern Arizona	-10	18	138.19%	70.23%	46.57%	35.11%	28.00%
Southwest Florida	40	36	0.00%	0.00%	0.00%	0.00%	0.00%
Vail Valley	96	92	0.00%	0.00%	0.00%	0.00%	0.00%
Vermont	12	16	58.06%	29.51%	19.57%	14.75%	11.76%
Virginias	103	95	10.61%	5.39%	3.58%	2.70%	2.15%
Washington, DC	187	183	16.27%	8.27%	5.48%	4.13%	3.30%